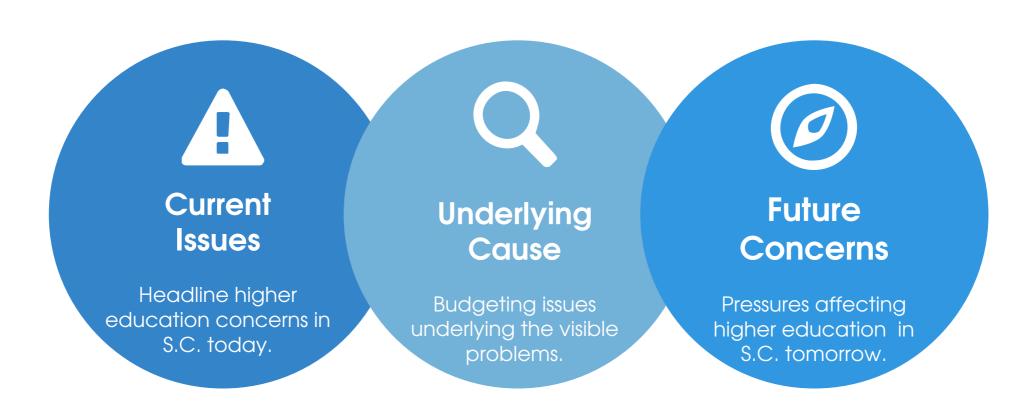




4-Year Public Institutions

Overview

Issues in Higher Education in South Carolina



South Carolina's institutions of higher education have recently come under scrutiny for a number of key issues, including high tuition rates, declining African-American enrollment, and an outsized percentage of out-of-state students receiving tuition discounts. These issues are symptoms of a larger, underlying cause—the universities' budgets and the current funding model. With future trends for increased competition for a dwindling pool of 4-year college applicants, these issues will worsen.



Current Higher Education Issues in South Carolina

South Carolina Commission on Higher Education



Excessive Tuition Rates

Average in-state tuition rates at 4-year colleges have escalated **266% over inflation** since 1987 to \$11,954.



Rapid Out-of-State Enrollment Growth

Out-of-state student enrollments have grown **126%** since 1993, while in-state students only grew **19%**.



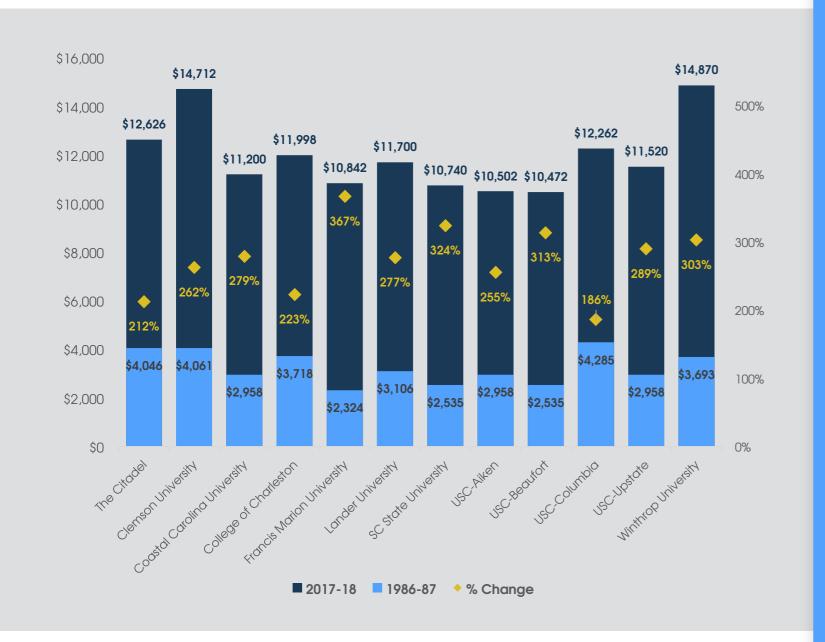
Shifting African-American Enrollment

African-American student enrollment has shifted from Research Universities to Comprehensive Universities.



Increasing Abatements to Out-of-State Students

During rapid enrollment expansion, the number and amount of tuition abatements to out-of-state students has grown to over \$146M.



266%

In-State Tuition Growth

(Since 1987)

Since 1987, in-state tuition at 4-year public colleges has more than tripled, even after adjusting for inflation, from \$3,265 to \$11,954. Tuition rates do not include room and board, another \$8,455 on average. Faster growth occurred among comprehensive colleges, which grew at 278%, while research universities increased 223%.

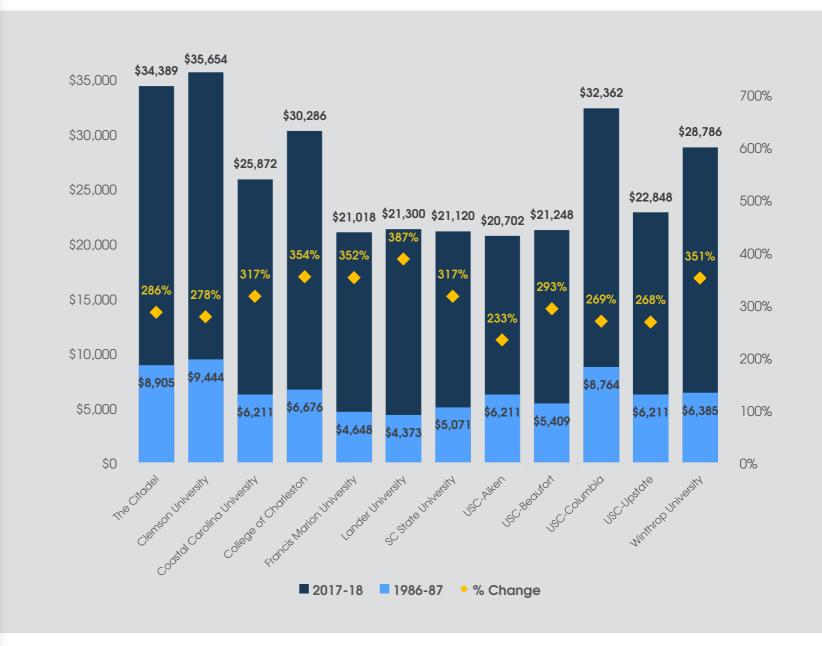


303%

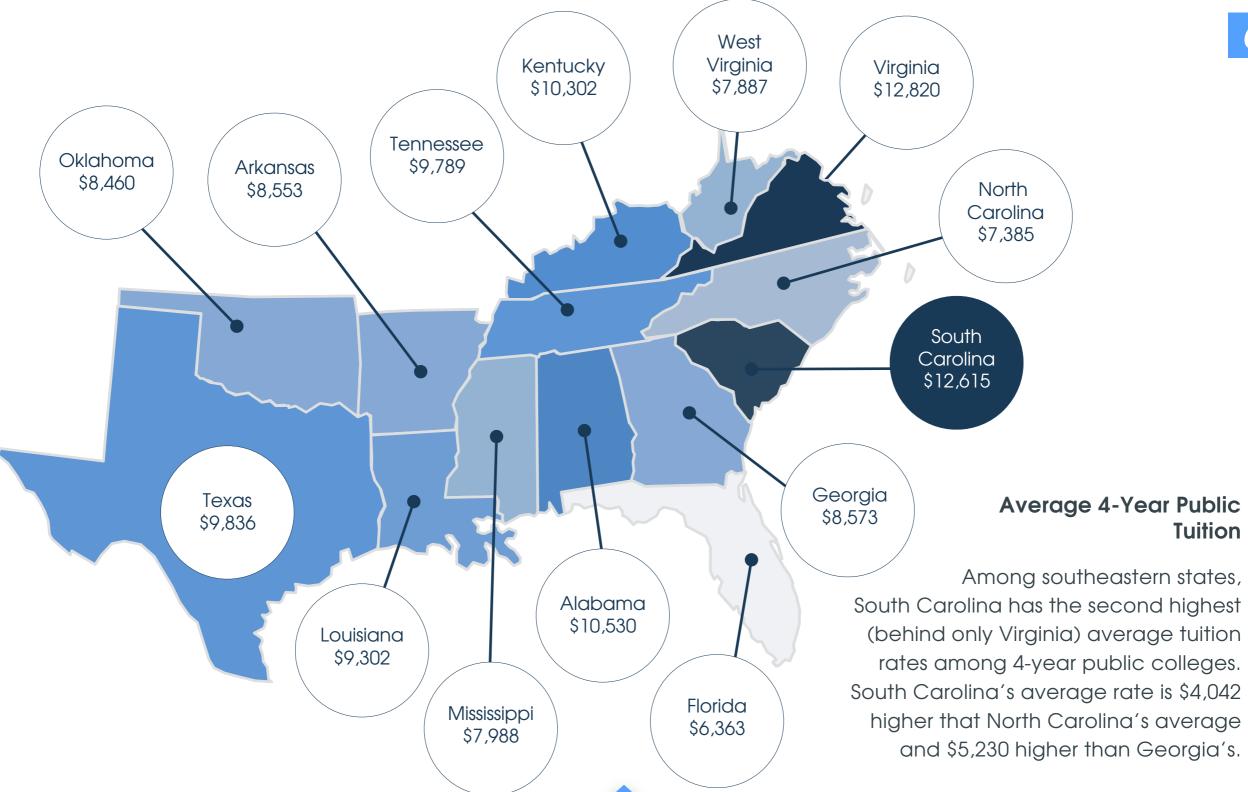
Out-of-State Tuition Growth

(Since 1987)

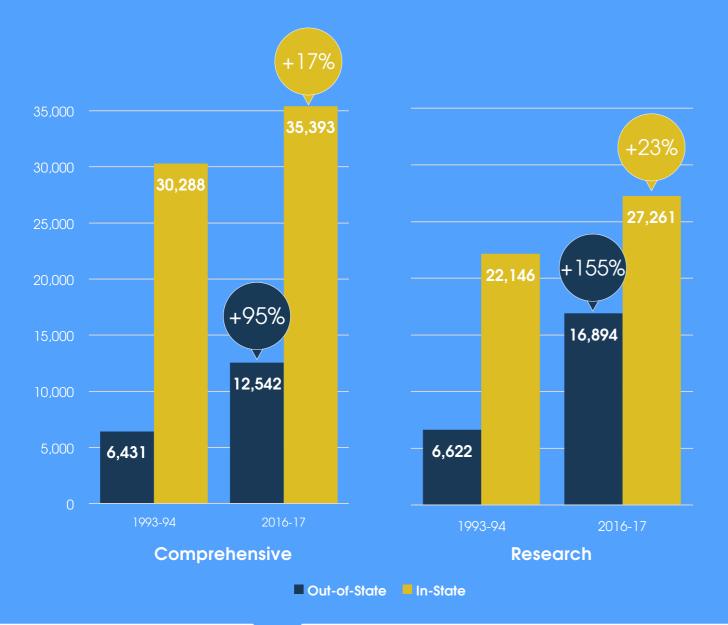
Since 1987, out-of--state tuition at 4-year public colleges has tripled, even after adjusting for inflation, from \$6,526 to \$26,299. Faster growth occurred among comprehensive colleges, which grew at 312%, while research universities increased 274%. These figures do not include abatements.







Average 4-Year Public Tuition, 2017-18

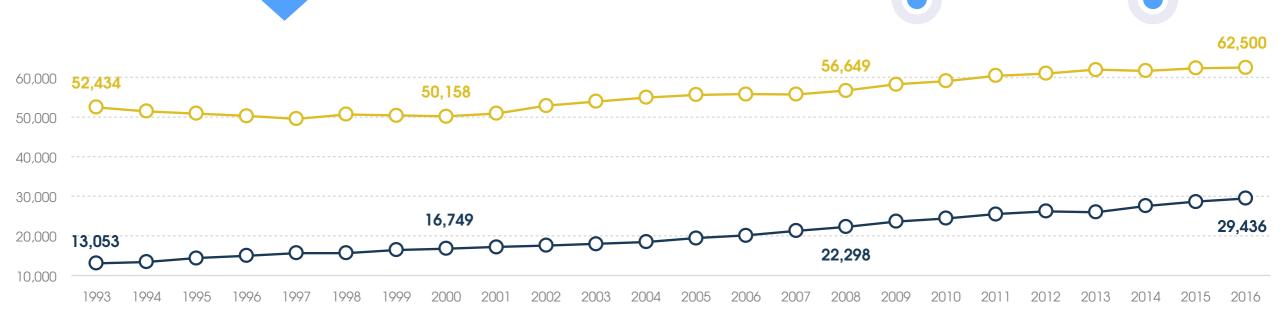


Rapid Out-of-State Growth

126% 19%

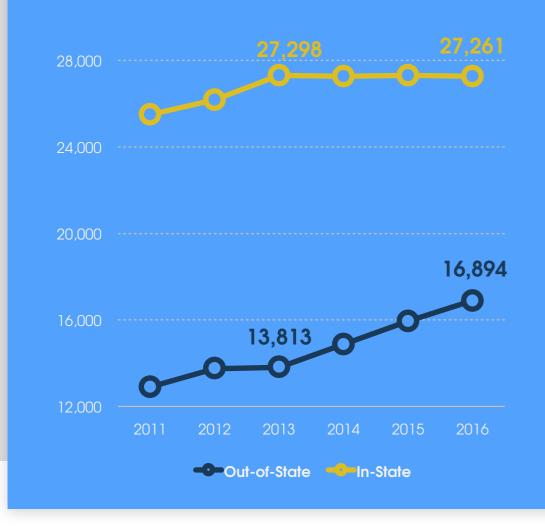
Increase in out-of-state undergraduates, from 13,053 in Fall 1993 to 29,436 in Fall 2016.

Increase in in-state undergraduates, from 52,434 in Fall 1993 to 62,500 in Fall 2016.





Recent In-State Research 4-Year Enrollment Flat



4-Year Research Undergraduate Enrollments, 2013 - 2016

In-State

Out-of-State

-37

+3,081

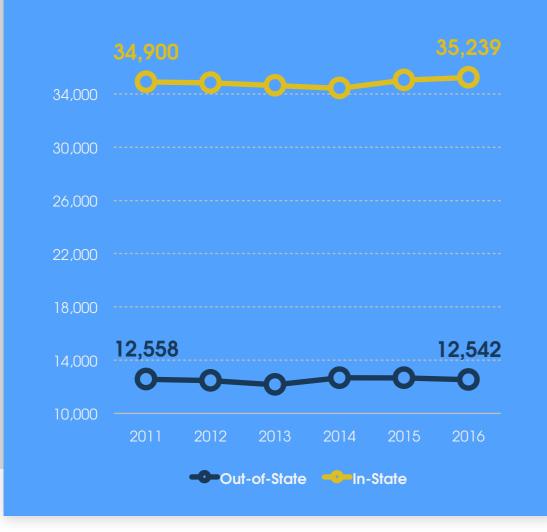
(-0.1%)

(+23.9%)

Since Fall 2013, the number of in-state students at 4-year research institutions has remained flat, driven by enrollment declines of 6.2% at USC, or 990 students. During the same time, the number of out-of-state students grew 23.9%, or 3,081 students.



Recent Flattening of Comprehensive 4-Year Enrollments



4-Year Comprehensive Undergraduate Enrollments, 2011 - 2016

In-State

Out-of-State

+339

-16

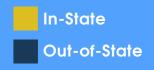
(+1.0%) (-0.1%)

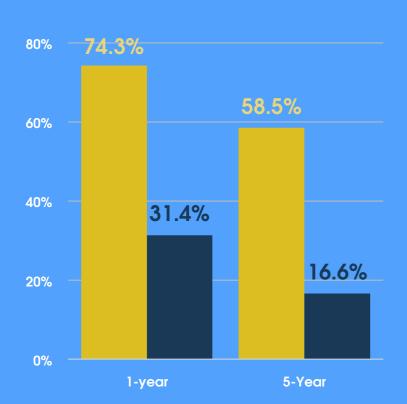
Since Fall 2011, the number of in-state students at 4-year research institutions has flattened. Meanwhile, 6 of the 10 comprehensives have experienced out-of-state student declines.



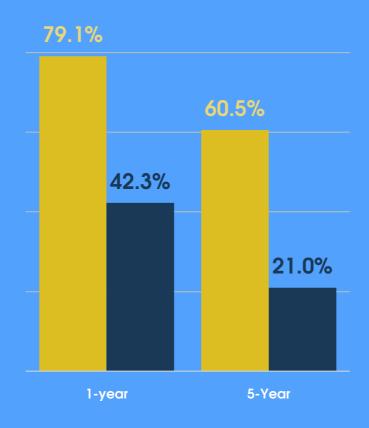
Graduates Working In SC

Number of students graduating from South Carolina Institutions in 2009-10 with South Carolina wage records after 1 year and 5 years

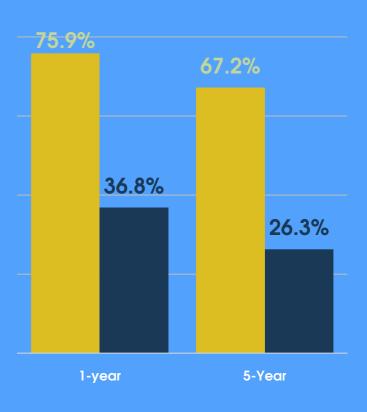








Comprehensive Institutions



2-Year Regionals



16.6%

Out-of-state students at

Research Institutions with S.C.
employment records 5 years
after graduation, versus 58.5% of
in-state students.

21%

Out-of-state students at

Comprehensive Institutions with S.C.
employment records 5 years after
graduation, versus 60.5% of in-state
students.

26.3%

Out-of-state students at **2-Year Regional Institutions** with S.C.

employment records 5 years after graduation, versus **67.2%** of in-state students.



Shifting African-American Enrollment

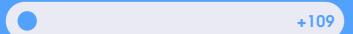
Between fall of 1997 and 2016, African-American undergraduate enrollments have undergone a gradual shift from research to comprehensive universities.

Research Universities

African-Americans have declined as a share of undergraduate enrollment.

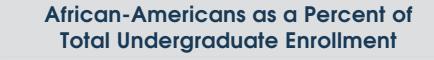
Of the 15,617 additional undergrads since 1997, only 109 are African-Americans.

African-American Enrollment Increase



Total Undergraduate Enrollment Increase

+15,617









---Four-Year, Research ---Four-Year, Comprehensive

Comprehensive Universities

African-American students
have increased in total
number as well as in
percentage of total
undergraduates. Of the 11,141
new undergrads, 40% of them
were African-American.

African-American Enrollment Increase

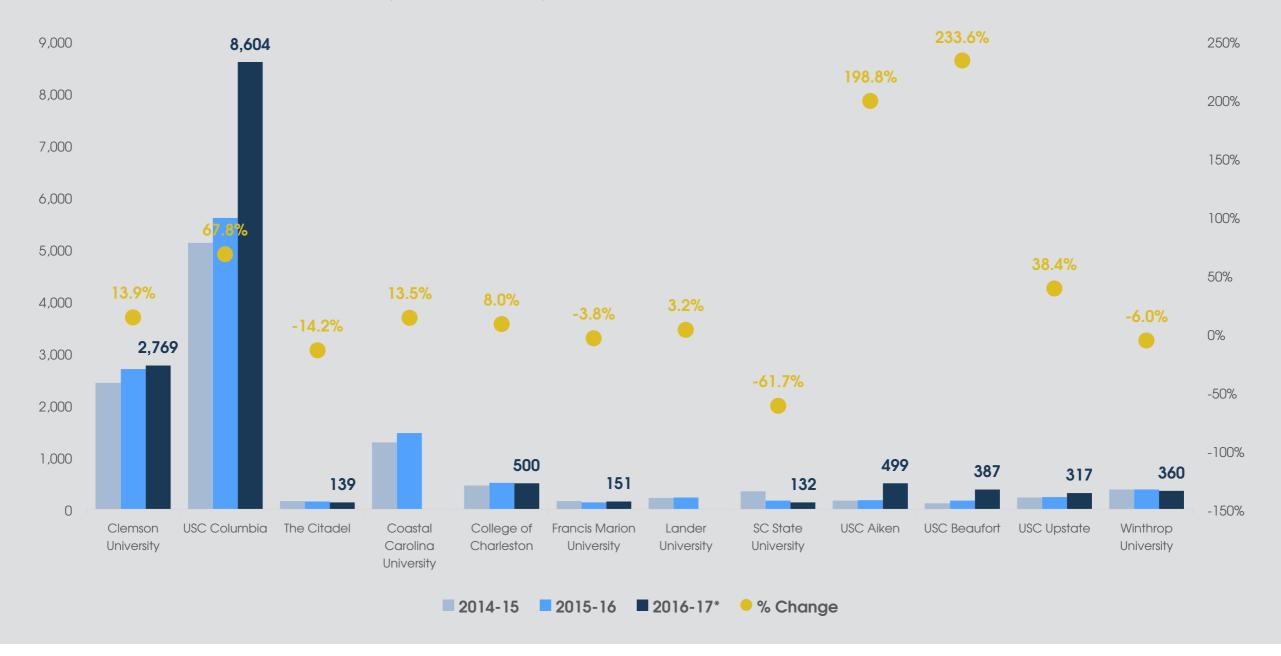


Total Undergraduate Enrollment Increase

+11,141



Total Number of Abatements Granted (Full and Partial) 2014-5 to 2016-17*

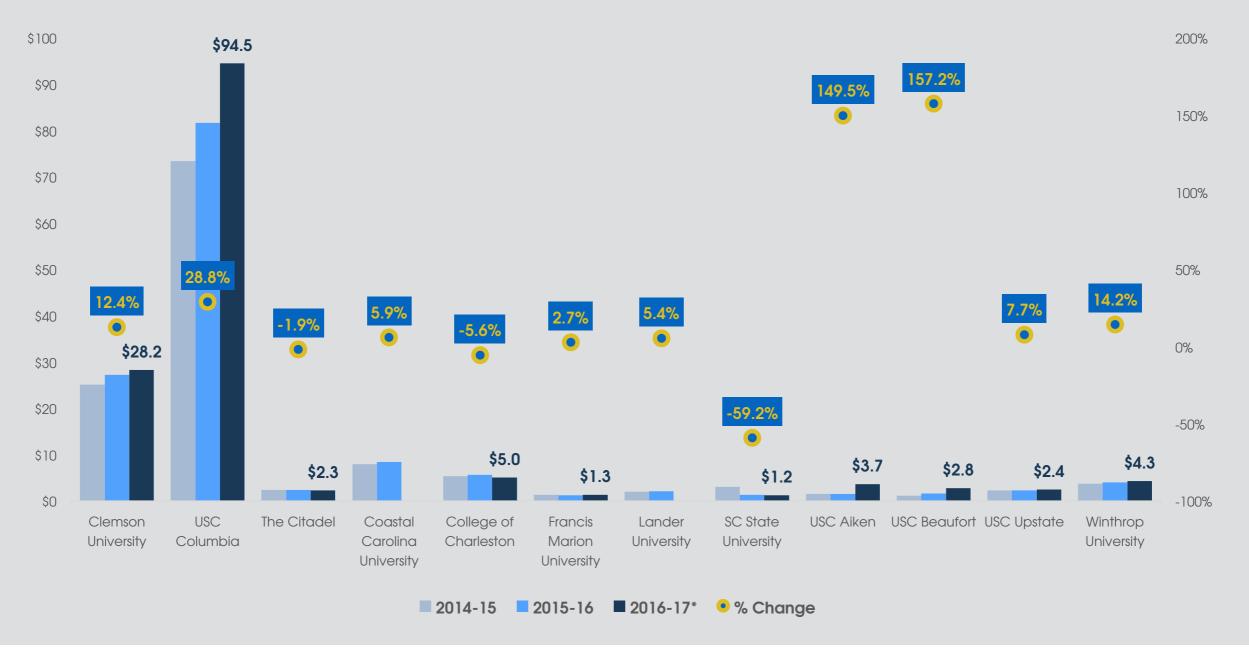


Increasing Number of Abatements to Out-of-State Students

Amid increasing competition for out-of-state students and rapidly increasing advertised tuition rates, the number of abatements granted by institution has increased year-over-year at most institutions. In 2016-17, over 14,000* abatements have been given to out-of-state students.



Total Amount of Abatements Granted (Millions of US\$) 2014-5 to 2016-17*



Increasing Amounts of Abatements to Out-of-State Students

Amid increasing competition for out-of-state students and rapidly increasing advertised tuition rates, the number of abatements granted by institution has increased year-over-year at most institutions. In 2016-17 over \$146M was granted in abatements, with \$94M attributed to USC – Columbia.



These issues are symptoms of a larger, underlying cause...



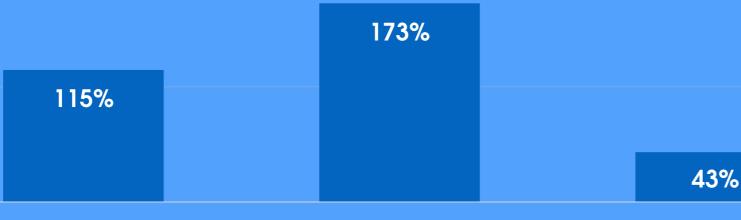
Excessive Expenditure Growth

Expenditures have grown 173% since 1993, a rate that is 1.5 times greater than student body plus inflation growth.



Expenditures outpaced population plus inflation by 182%

Total Growth, 1994 – 2015



Student Growth + HEPI Expenditures State Funding Net Tuition



Students + HEPI Inflation

Growth of total student enrollments was 23%, while CPI inflation grew 62% and HEPI grew at 92%.





Expenditures

Growth in university expenditures has grown 173% since 1994, outpacing both student growth and HEPI inflation.



State Funding

State funding, including both appropriations and lottery scholarship funding, has not kept pace with inflation or student growth.

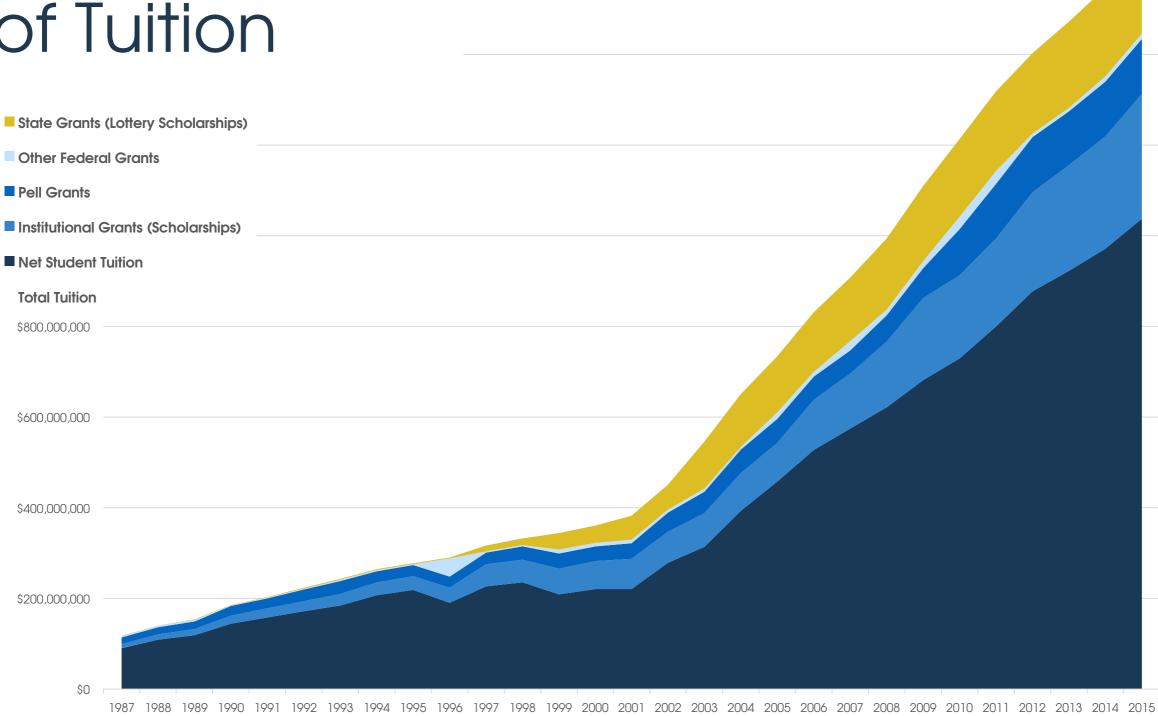


402%

Net Tuition

Revenue from tuition (net of federal and state scholarships and abatements). In other words, what students paid out-of-pocket.

Components of Tuition



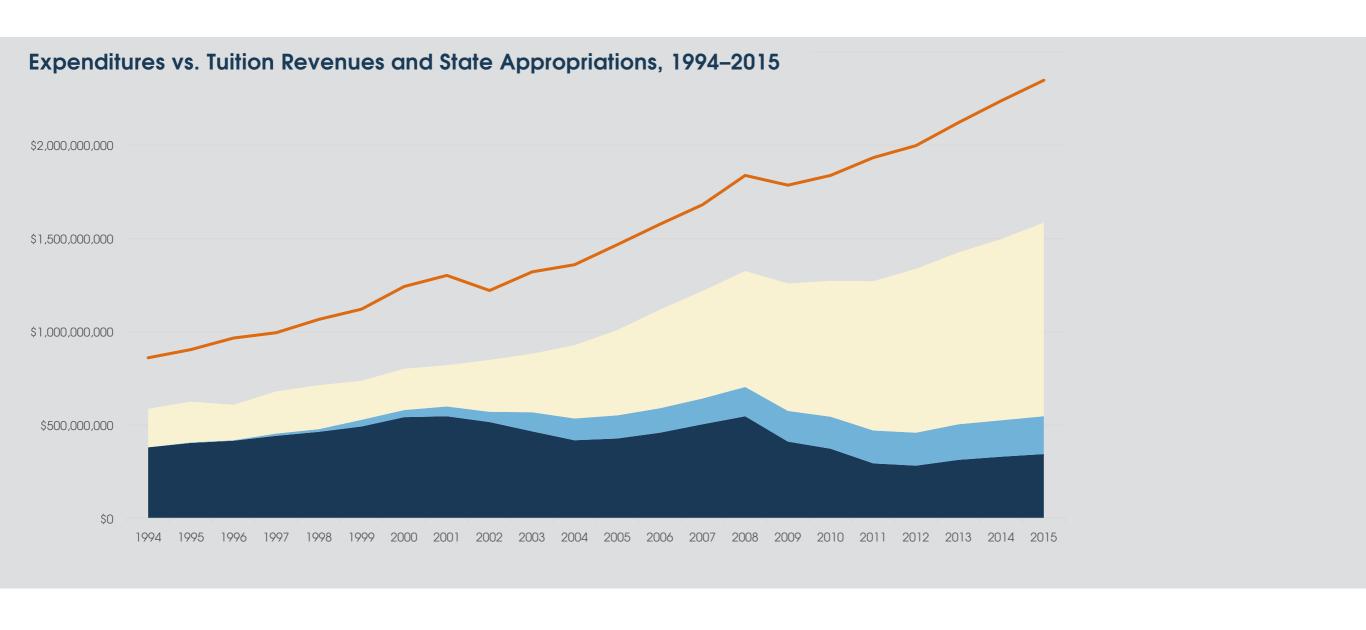


Between 1994 and 2015, expenditures grew 173% while state funding grew only 43%.

State Appropriations

SOUTH CAROLINA

Commission on Higher Education

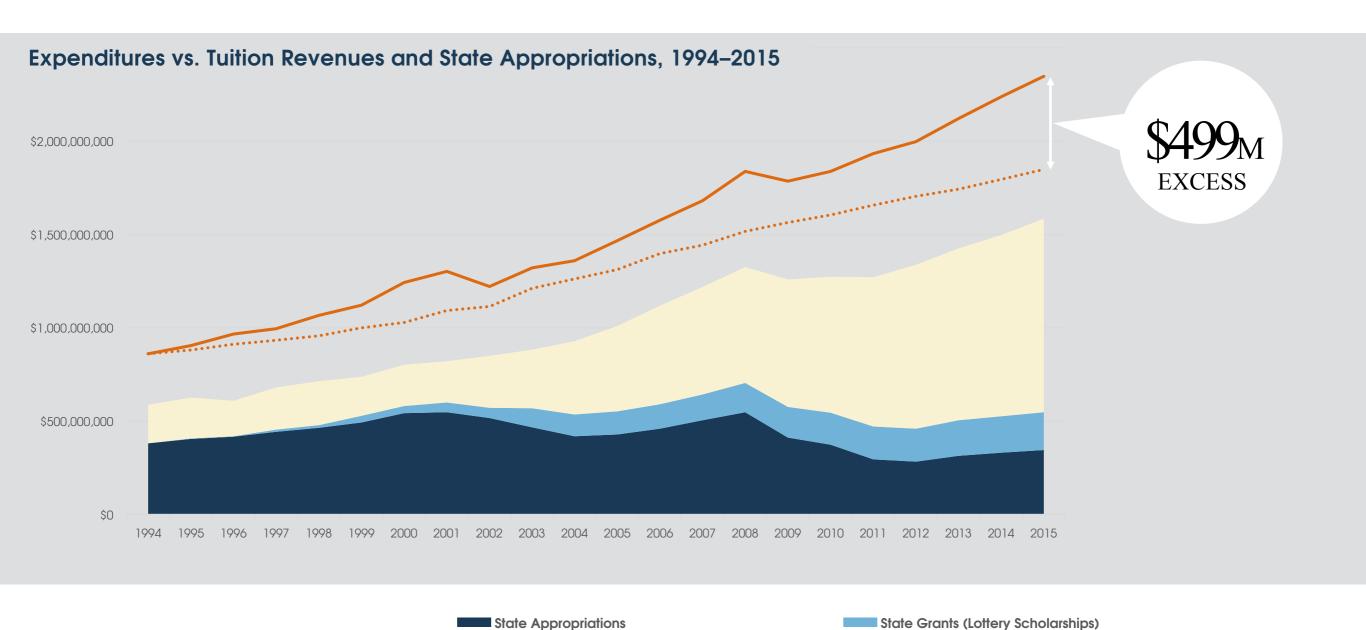


Net Tuition

Expenses

State Grants (Lottery Scholarships)

Between 1994 and 2015, expenditures grew 173% while state funding grew only 43%. If expenditures had continued to grow at the rate of students plus HEPI inflation, there would still be an excess of \$499M.



Expenses

Sources: Delta Cost Project, 1987-2015. South Carolina Higher Education Statistical Abstracts, 1987-2016. Higher Education Price Index (HEPI), Commonfund Institute, 2016.

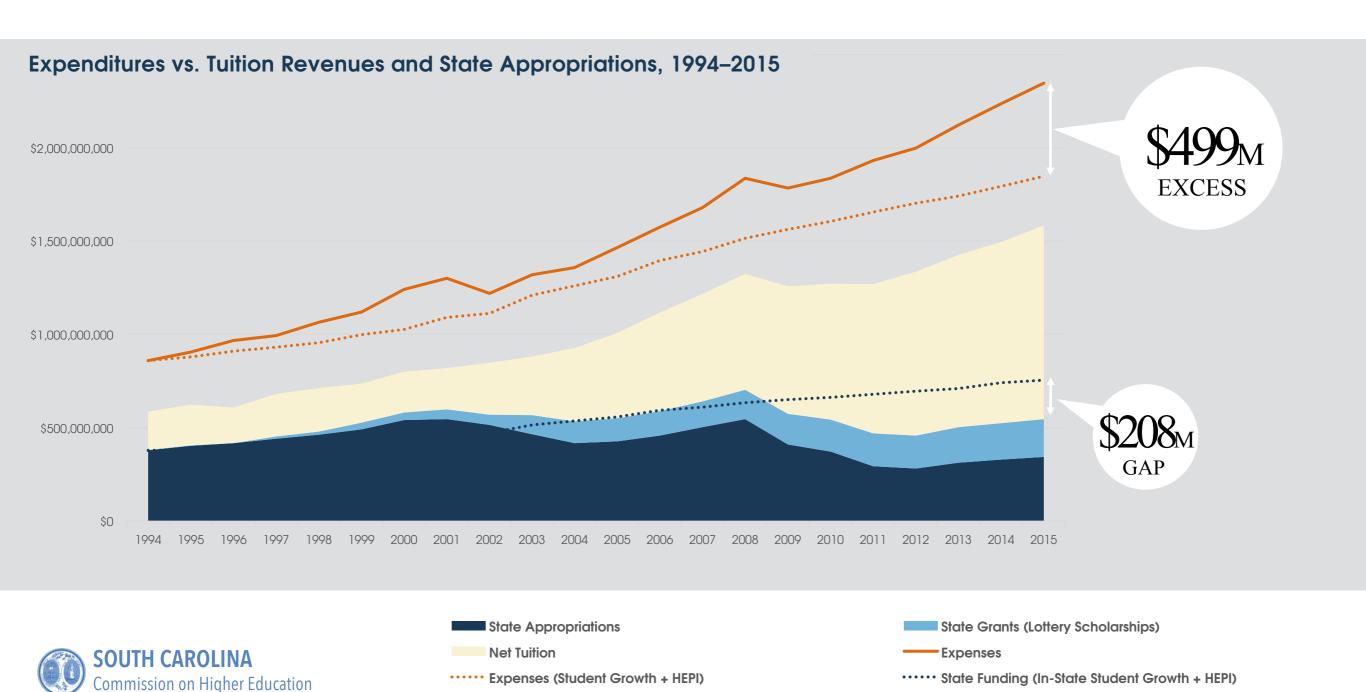
Net Tuition

••••• Expenses (Student Growth + HEPI)

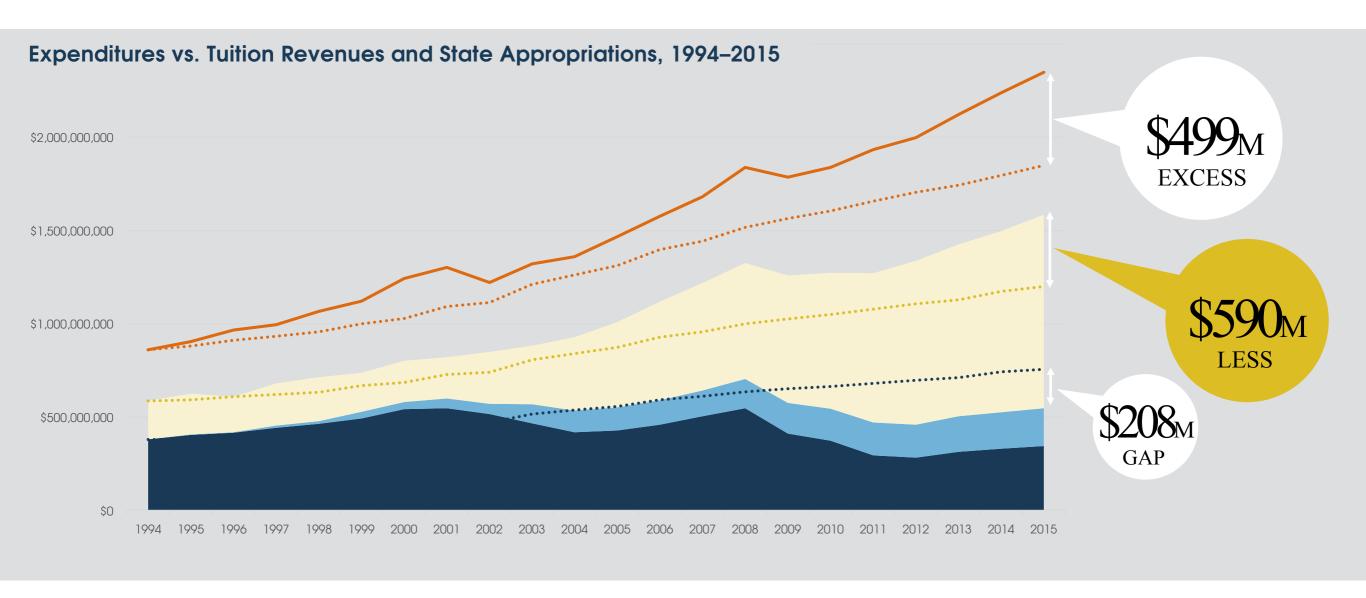
SOUTH CAROLINA

Commission on Higher Education

Between 1994 and 2015, expenditures grew 173% while state funding grew only 43%. If expenditures had continued to grow at the rate of students plus HEPI inflation, there would still be an excess of \$499M. If state funding had continued to grow at the rate of in-state students plus HEPI inflation, \$208M more would have been appropriated in 2015, which is 239% less (\$291 million) than the excess expenditures.



Between 1994 and 2015, expenditures grew 173% while state funding grew only 43%. If expenditures had continued to grow at the rate of students plus HEPI inflation, there would still be an excess of \$499M. If state funding had continued to grow at the rate of in-state students plus HEPI inflation, \$208M more would have been appropriated in 2015, which is 239% less than the excess expenditures. Finally, if tuition had also grown at population plus HEPI inflation, students would collectively pay \$590M less. In-state tuition would be \$7,157 in 2017.





Net Tuition

Expenses (Student Growth + HEPI)

Tuition (Student Growth + HEPI)

State Grants (Lottery Scholarships)

Expenses

State Funding (In-State Student Growth + HEPI)

The result is an unsustainable financial model.

"Universities that fail to prepare for the hurricane ahead are likely to be flattened by it."

> The Economist

The College Cost Calamity – August 4, 2012

away from discounting as an enrollment strategy."

INSIDE
HIGHER ED

Diminishing Returns for Tuition Discounting– April 28, 2017

"...in a world where colleges

and universities are competing

for students, most can't walk

"To fill seats, colleges are engaged in an arms race of discounts that they increasingly cannot afford."

The New Hork Times

Higher Education Seeks Answers to Leaner Years – June 7, 2017 "Universities are contending with demographic trends that show no sign of abating."

The Washington Post

This trend could destabilize some small private colleges if it continues – May 15, 2017

"One potentially worrisome trend is spending more to entice students to enroll."

THE CHRONICLE OF HIGHER EDUCATION

Enrollment Goals Remain Elusive for Small Colleges – December 11, 2016

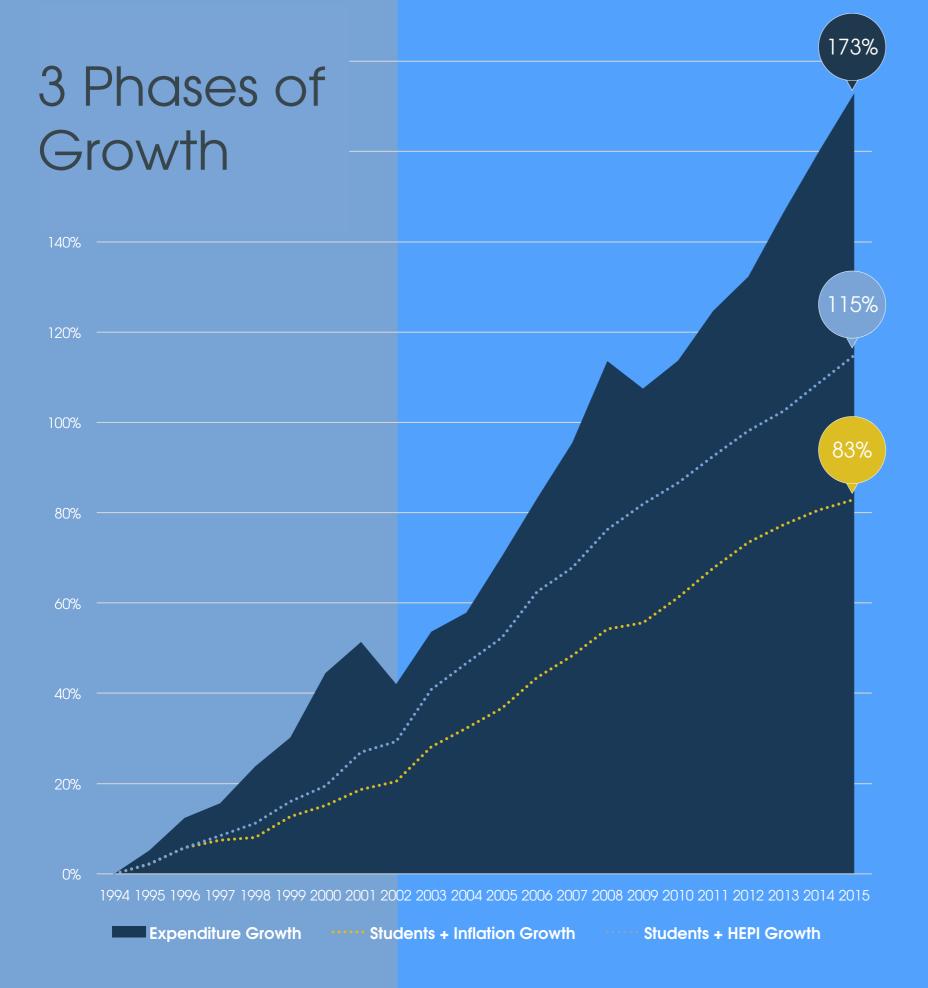
Unsustainability and the Laws of Supply & Demand

With a **dwindling pool of potential undergraduate students**, the laws of supply and demand will require even **further abatements** and scholarships and tuition discounts to attract students away from other schools. The **result**, **ultimately**, **will be declining revenue**.

"Something that can't go on forever, won't."

Herbert Stein





High Growth 1994-2002

Expenditures start to increase each year as tuition rates begin their rise at a faster rate than inflation.

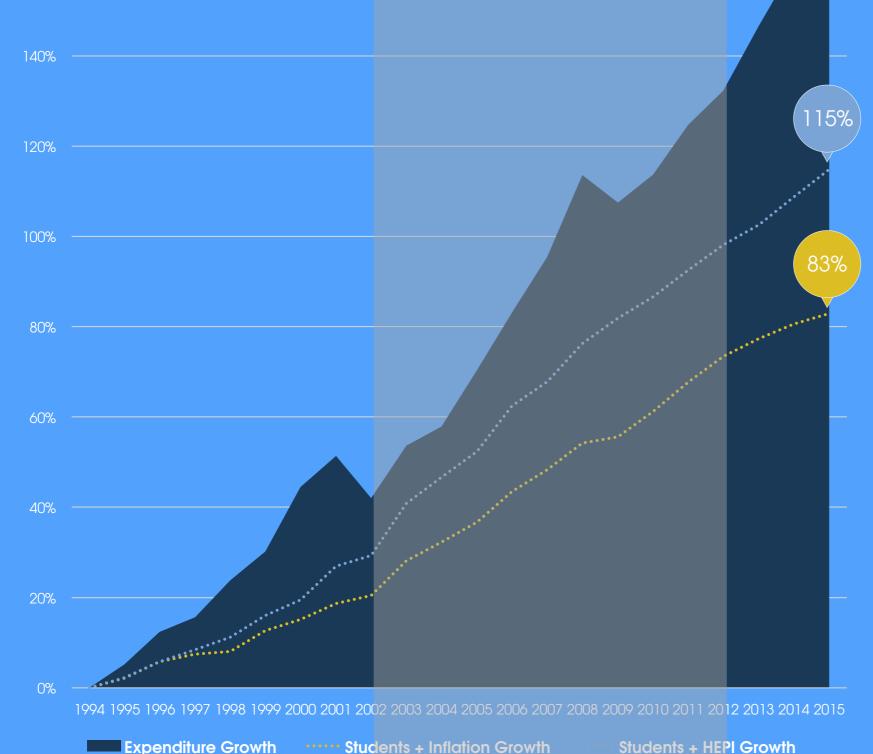
Rapid Expansion 2002-2012

Lottery funding, extensive increases in tuition rates, and enormous additions of out-of-state students fuel rapid expenditure expansion.

Momentum Expansion 2012+

Continued need to pay for expanded infrastructure drives larger shift toward out-of-state tuition revenues as college attendance rates begin to decline.





High Growth 1987-2002

Expenditures start to increase each year as tuition rates begin their rise at a faster rate than inflation.

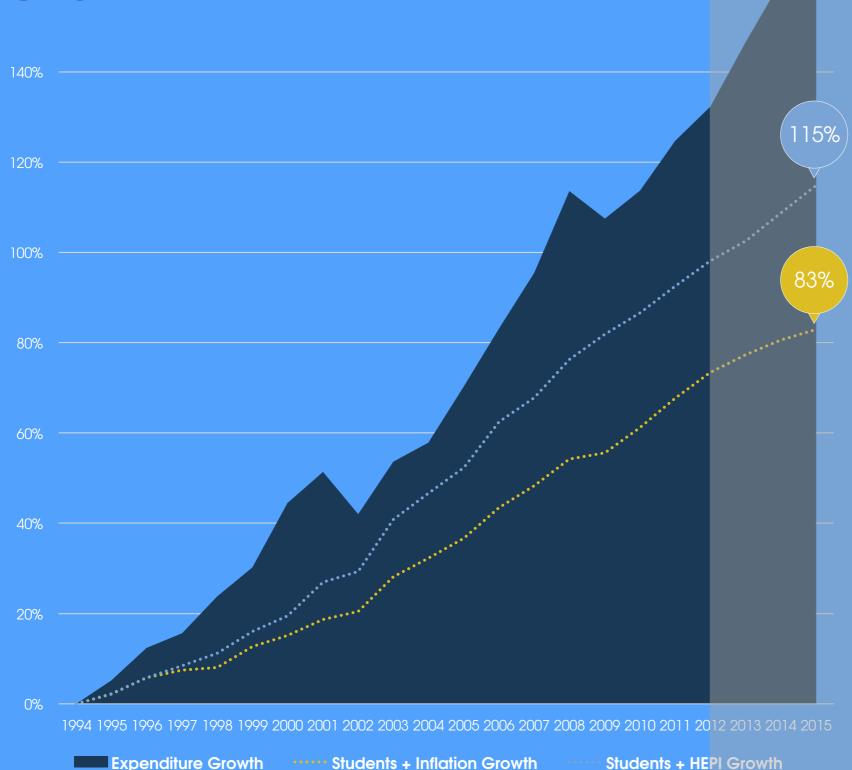
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3 Phases of Growth



High Growth 1987-2002

Expenditures start to increase each year as tuition rates begin their rise at a faster rate than inflation.

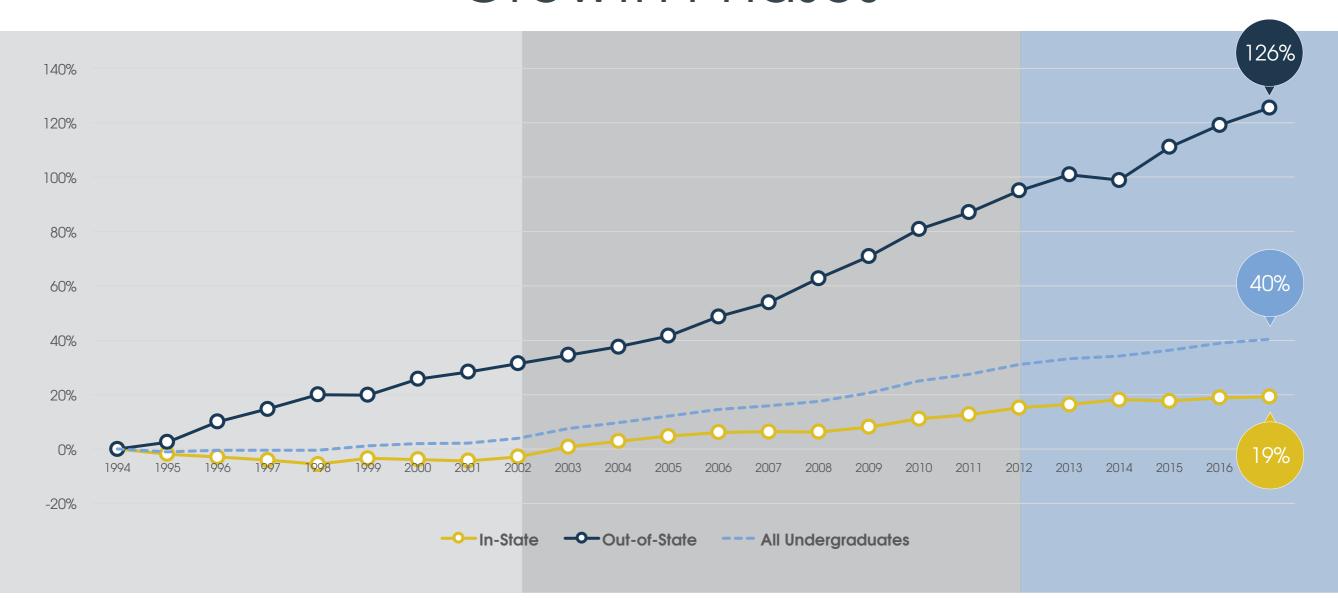
Rapid Expansion 2002-2012

Lottery funding, extensive increases in tuition rates, and enormous additions of out-of-state students fuel rapid expenditure expansion.

Momentum Expansion 2012+

Continued need to pay for expanded infrastructure and other inflationary increases drives larger shift toward outof-state tuition revenues as college attendance rates begin to decline.

Undergraduate Enrollment Growth Phases



High Growth

Undergraduate enrollment increases 4% over this period, with a 31% increase in out-of-state and a 3% *decrease* in S.C. students.



Rapid Expansion

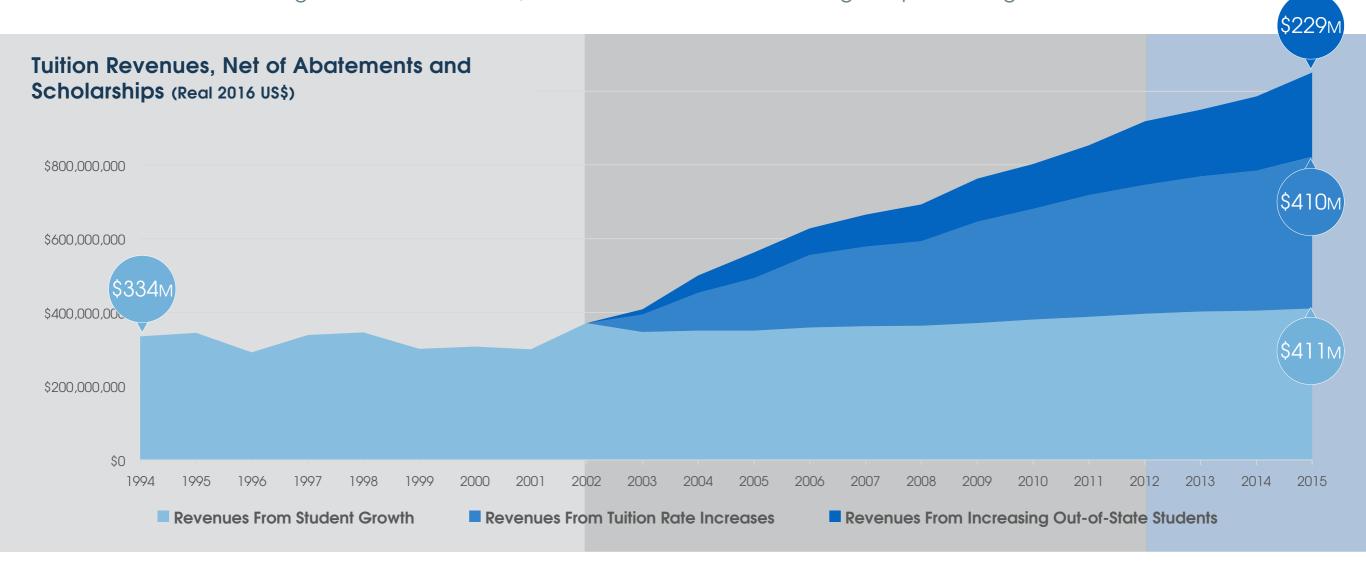
As lottery funds flow into the system, in-state students increase by another 19%. Out-of-state students continue their outpaced expansion, increasing 48% more.

Momentum Expansion 2012+

A slow down in in-state student enrollments is offset by a more rapid increase in out-of-state student enrollments, facilitated by increasing abatements.

Net Tuition Growth Phases

Net tuition revenues can be dissected into three components: 1.) the amount from adding more students; 2.) the amount due to raising tuition rates; and 3.) the amount due to increasing the percentage of out-of-state students,



High Growth

Net tuition revenues increase relatively equal to inflation.



Rapid Expansion

As lottery funds flow into the system, tuition rates skyrocket and out-of-state students grow as a percentage of undergraduates.

Momentum Expansion

As abatements increase to attract out-of-state students in a declining market, more out-of-state students are added to maintain revenue arowth.

Future higher education trends will further pressure the system.

Shrinking Applicant Pool

Combined with declining state and national Higher Ed enrollments, the projected decreasing number of high school graduates will further shrink the pool.

Increasing Costs, Declining Returns

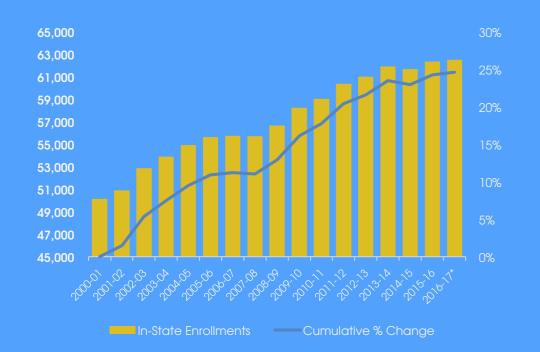
Student debt levels are at all time highs, while the financial returns to a 4-year degree have been diminishing.

Increased Search for Affordable Alternative Opportunities

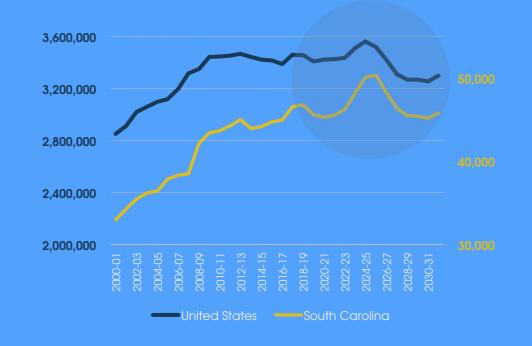
As costs at 4-year colleges soar and the nation faces a skilled worker shortage, government searches for less costly, practical alternatives.



S.C. 4-Year Public In-State Enrollment, 2000-2016



High-School Graduates, 2000 - 2030



Declining Applicant Pool

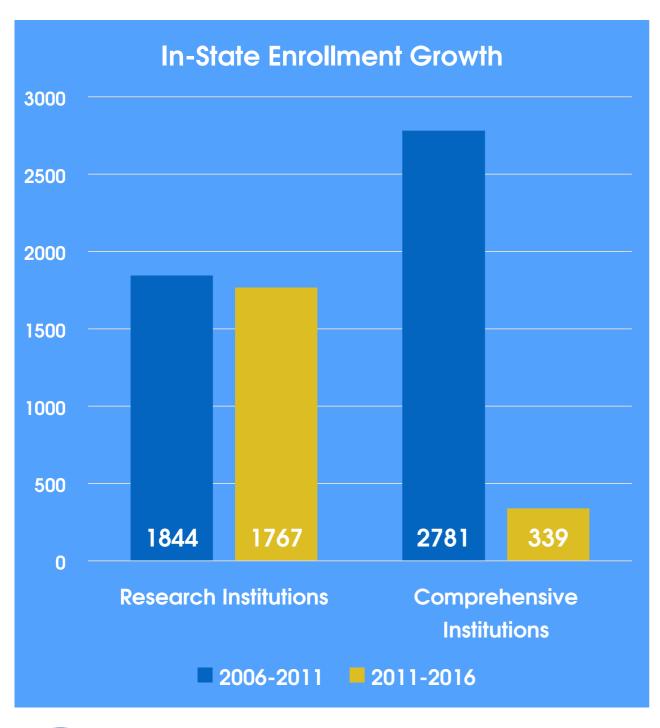
Higher Ed Enrollments Down Overall, Leveling at 4-Year Institutions

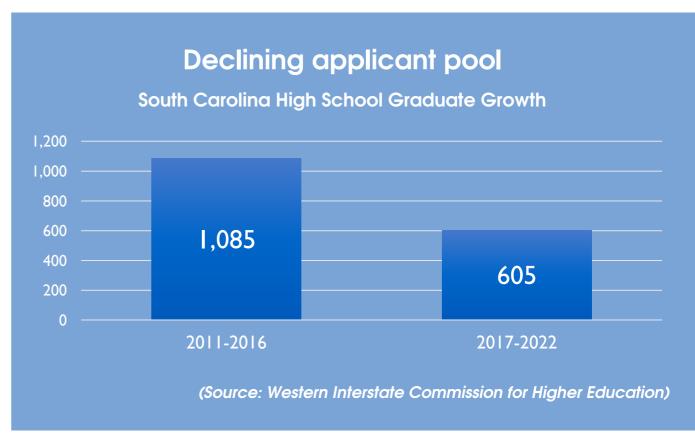
Across the U.S., overall Higher Ed enrollments have been declining since 2011, largely driven by drops in 2-year and for-profit students. At the same time, enrollment changes in 4-year public and private non-profits have been hovering between -0.6% and 1%, the lowest level in recent history. South Carolina's instate enrollments at 4-year public universities have been leveling off since 2013.

High School Student Growth Stagnating Nationally Until 2022, the number of U.S. high school graduates is expected to show virtually zero growth, pressuring the supply of out-of-state students. In S.C., growth is projected to be only 2.8% over the entire period, significantly lower than the preceding period. Both the state and nation expect large declines beginning in 2026.

Declining In-State Applicant Pool

Demographics and demand threaten the supply of in-state students.





Declining demand



Annual percentage of South Carolina high school graduates attending a South Carolina higher education institution



Declining Out-of-State Applicants

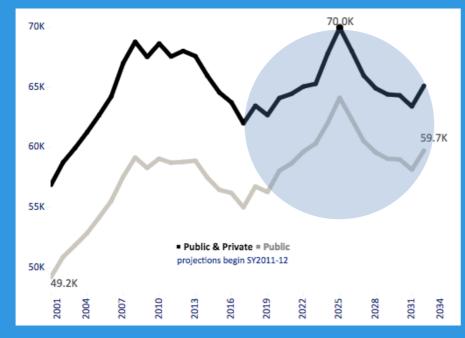
Outside of the South, the 5 top feeder states (making up roughly 1/3 of out-of-state students at S.C. colleges in 2016) are expecting declining or stagnant high school graduates.

Source: Western Interstate Commission for Higher Education, Knocking at the College Door: Projections of High School Graduates, 2016. Circles highlight 2017 and beyond.

Maryland

2542

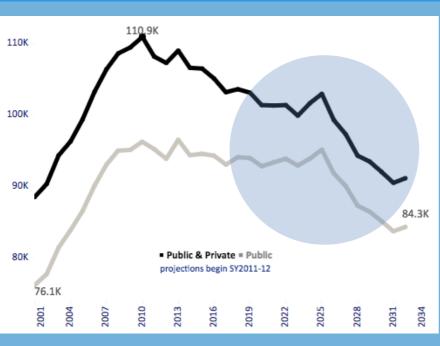
Students
4-Year Colleges
Fall 2016



New Jersey

2480

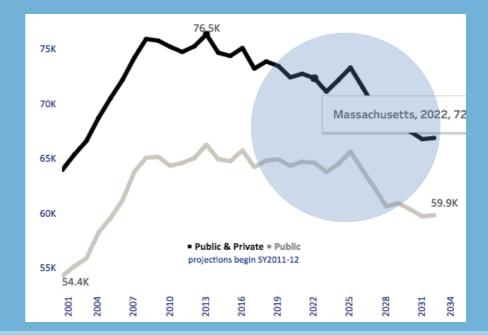
Students
4-Year Colleges
Fall 2016



Massachusetts

1380

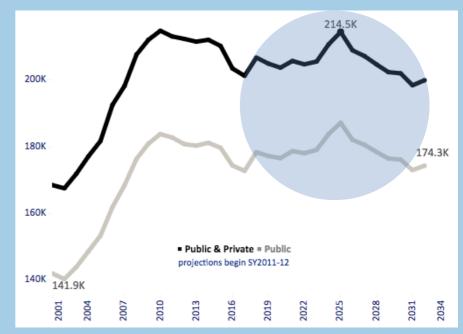
Students
4-Year Colleges
Fall 2016



New York

1735

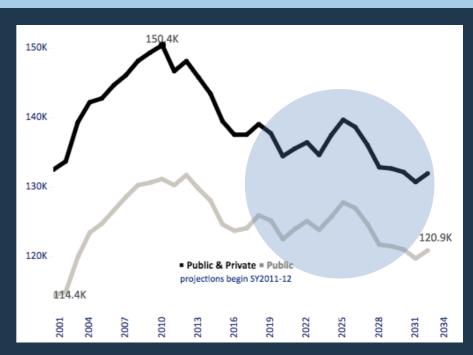
Students
4-Year Colleges
Fall 2016



Pennsylvania

1827

Students
4-Year Colleges
Fall 2016



Increasing Costs, Declining Returns

Falling Return on Investment

After rising significantly during the 1980's and 1990's to \$32,900, the earnings premium for a 4-year college degree had fallen by 2015 to \$29,867.

Rising Student Debt

In 2014, 59% of South Carolina 4-year graduates left school with an average of **\$29,163** in student debt, ranking **14**th in the nation. In 2001, that figure was \$13,531 for 49% of the state's 4-year graduates.

"In the mid-1970s, far less than 1 percent of taxi drivers were graduates. By 2010 more than 15 percent were." The Diminishing Returns of a College Degree - June 4, 2017

THE WALL STREET JOURNAL.

Annual Average Additional Amount Earned by a 4-Year College Graduate Than a High-School Graduate (inflation-adjusted 2015 US\$)



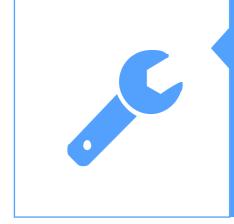
Average Student Debt of 4-Year College Graduates in South Carolina





Increasing Search For Affordable Alternatives

As the cost of college soars amidst declining returns on degrees, multiple alternative career and education paths are being proposed and implemented throughout the nation.



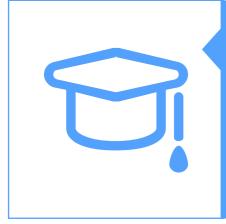
Apprenticeships

In June, the President signed an executive order increasing apprenticeships in the U.S. Apprenticeship Carolina has over 14,475 active positions.



Online Education

Colleges, schools, and other organizations are increasingly offering online education for credit at an exceptionally reduced cost.



Free Education

New York recently announced free tuition at CUNY and SUNY schools for families making less than \$125,000.



Community Colleges

With a shortage of skilled labor across industries, a national effort has arisen to develop tradespeople through 2-year education.



Three future growth scenarios.



BLUE SKIES

All values (expenses, in and out-of-state enrollments, tuition, lottery scholarships, and abatements) continue their *10-year growth trend*. In-state graduate students stop their decline and *flatten*. State Appropriations grow at the value of *CPI (inflation)*.



GREY CLOUDS

Expenditures and lottery scholarships continue their 10-year growth trend. State appropriations grow at CPI (inflation). Increasing price competition from other colleges, combined with declining nationwide enrollments, slow tuition increases to the Higher Education Price Index (HEPI). Out-of-state enrollment flattens. In-state enrollments across all 4-years follow their more recent 5-year trend of slowing enrollments. Net tuition grows at HEPI plus student growth.



DARK STORMS

Expenditures continue their 10-year growth trend.

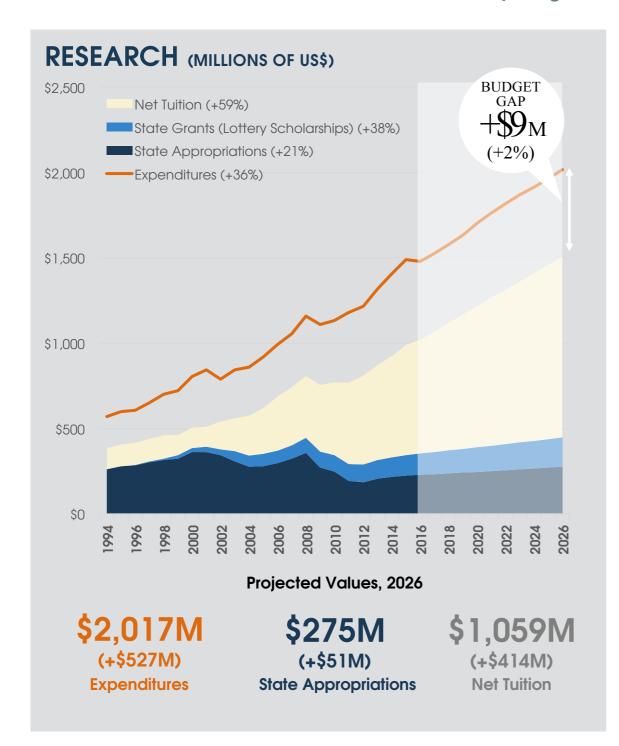
Lottery scholarships slow to CPI plus student growth.

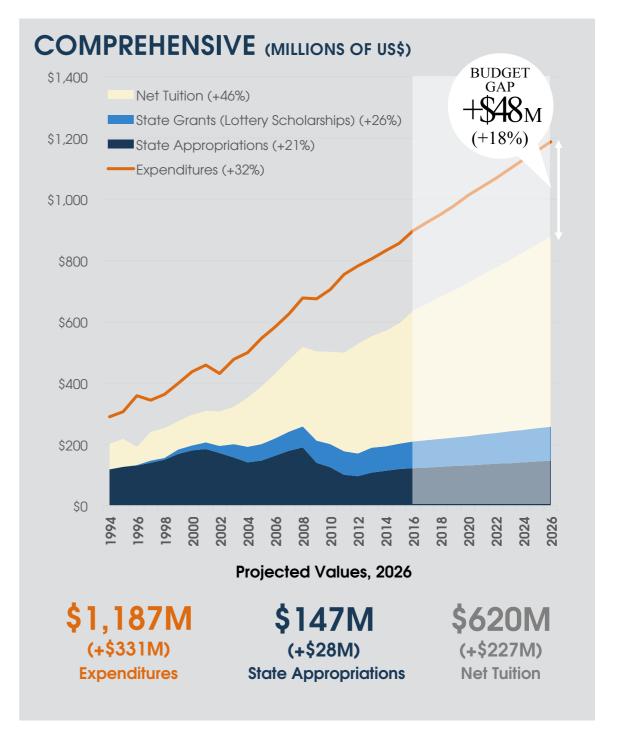
State appropriations are flat. Under increasing price competition from other colleges, combined with declining nationwide enrollments, out-of-state enrollment declines, and tuition increases flatten. Instate enrollments across all 4-years follow their more recent 5-year trend of slowing enrollments. Net tuition grows at CPI plus student growth.

Growth Scenarios: BLUE SKIES

FINANCIALS

All values (expenses, in and out-of-state enrollments, tuition, lottery scholarships, and abatements) continue their *10-year growth trend*. State Appropriations grow at the value of *CPI (inflation)*.

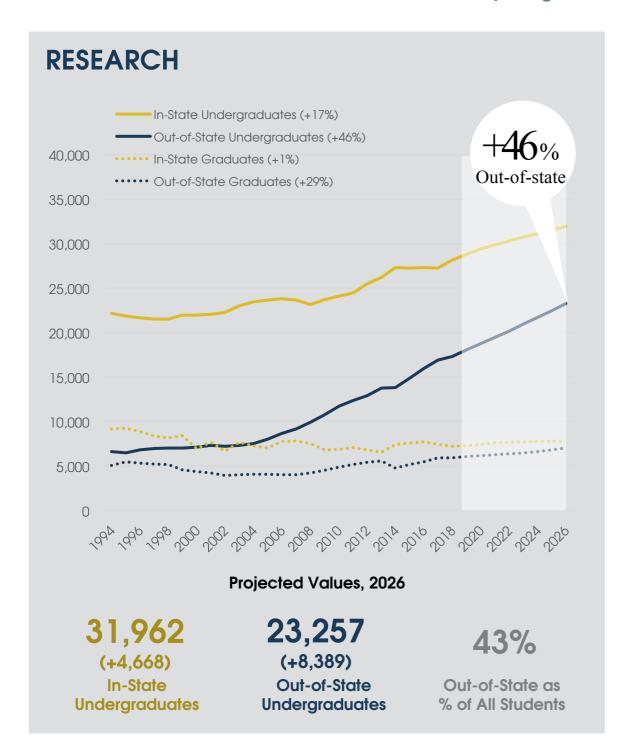


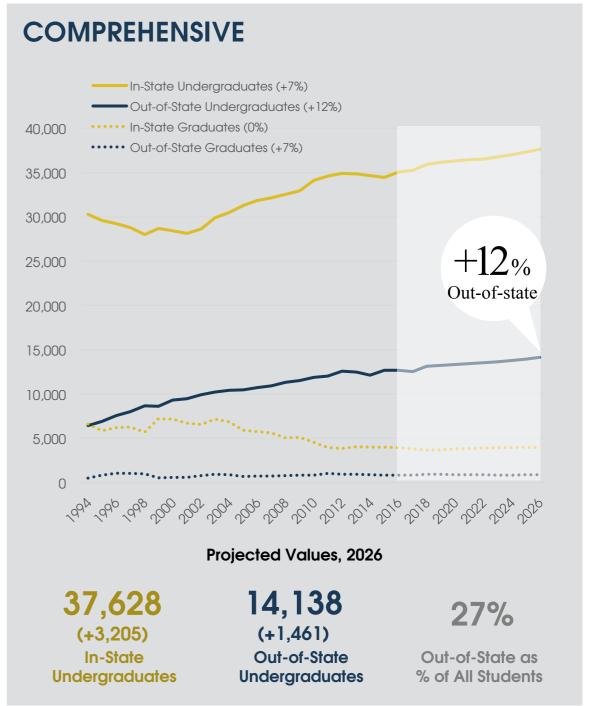


Growth Scenarios: BLUE SKIES

ENROLLMENTS

All values (expenses, in and out-of-state enrollments, tuition, lottery scholarships, and abatements) continue their *10-year growth trend*. State Appropriations grow at the value of *CPI (inflation)*.



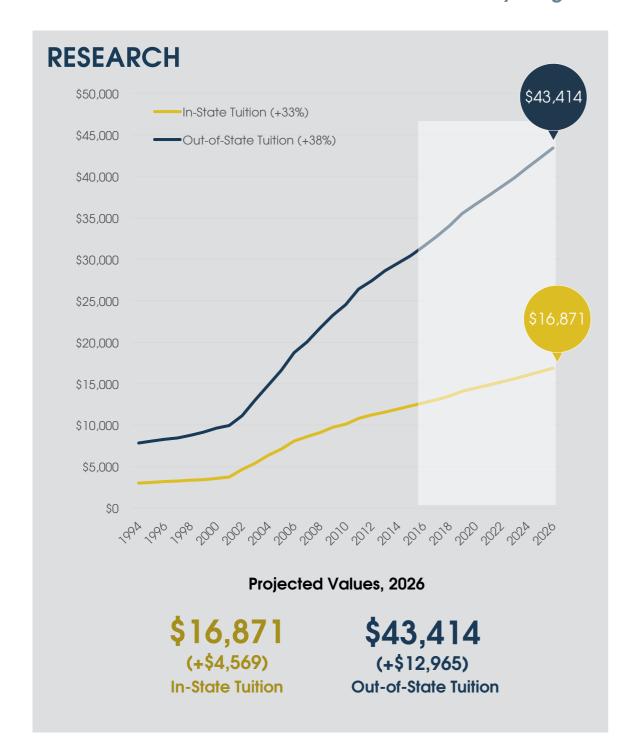


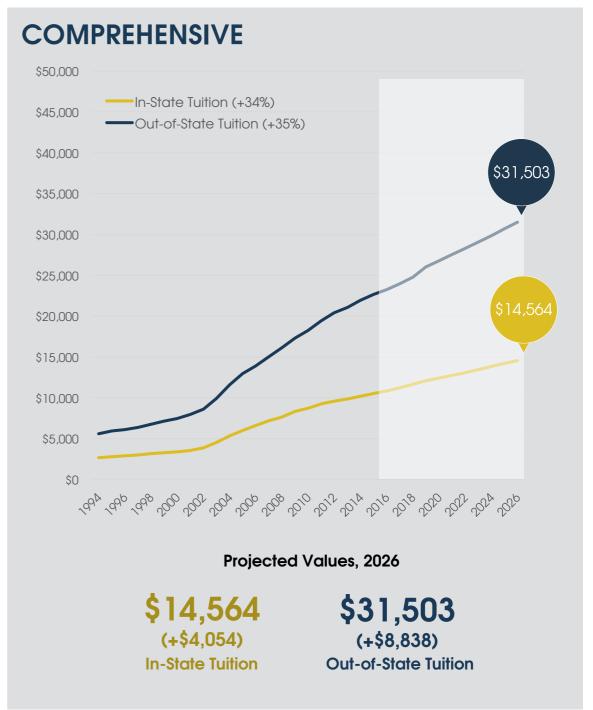


Growth Scenarios: BLUE SKIES

TUITION

All values (expenses, in and out-of-state enrollments, tuition, lottery scholarships, and abatements) continue their *10-year growth trend*. State Appropriations grow at the value of *CPI (inflation)*.

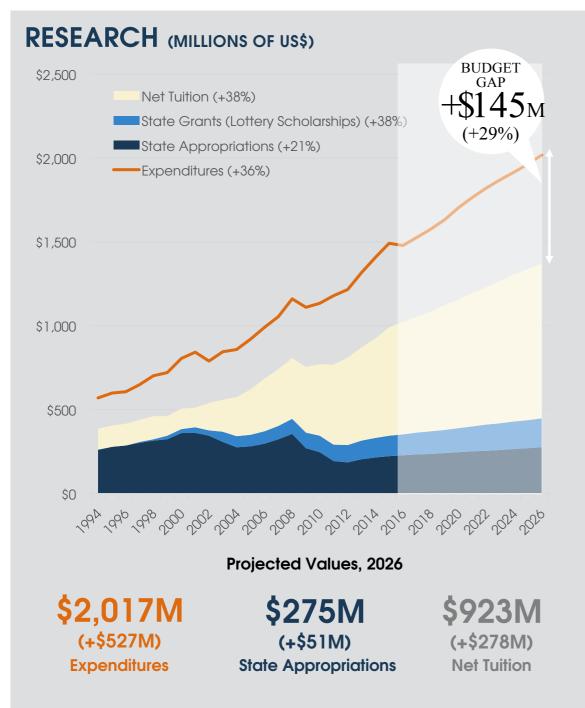


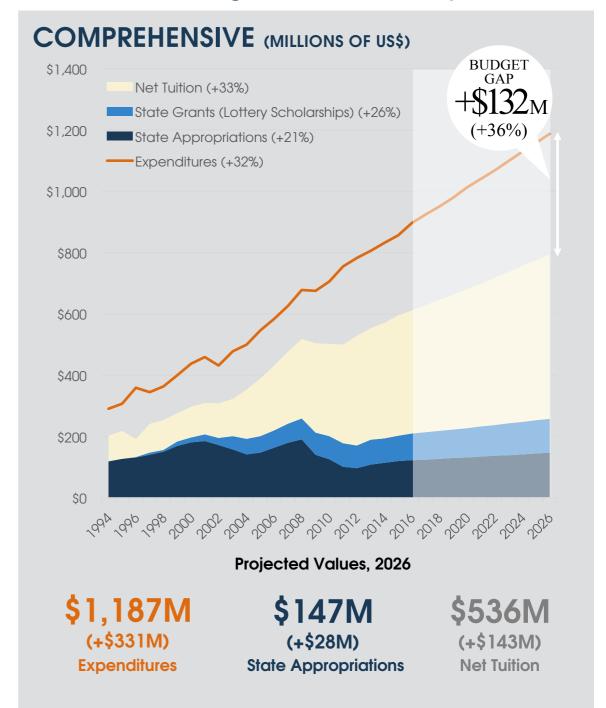


Growth Scenarios: GREY CLOUDS

FINANCIALS

Expenditures and lottery scholarships continue their **10-year trend**. State appropriations grow at **inflation**. Competition from other colleges, plus declining nationwide enrollments, slow tuition increases to the rate of **HEPI**. Out-of-state enrollment **flattens**. In-state enrollments grow at more recent **5-year trend**.



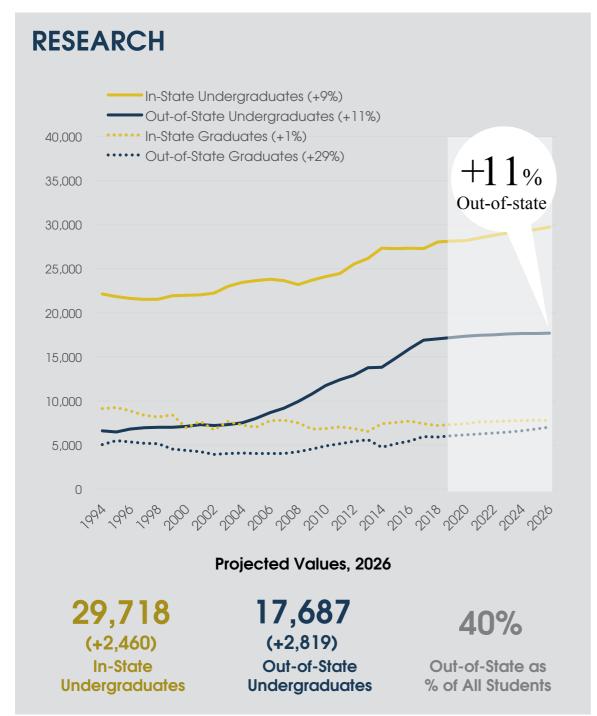


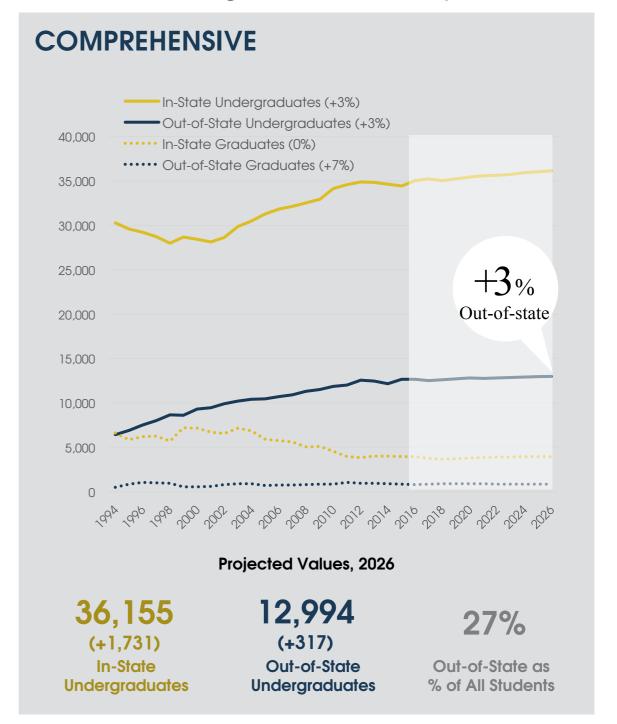


Growth Scenarios: GREY CLOUDS

ENROLLMENTS

Expenditures and lottery scholarships continue their **10-year trend**. State appropriations grow at **inflation**. Competition from other colleges, plus declining nationwide enrollments, slow tuition increases to the rate of **HEPI**. Out-of-state enrollment **flattens**. In-state enrollments grow at more recent **5-year trend**.





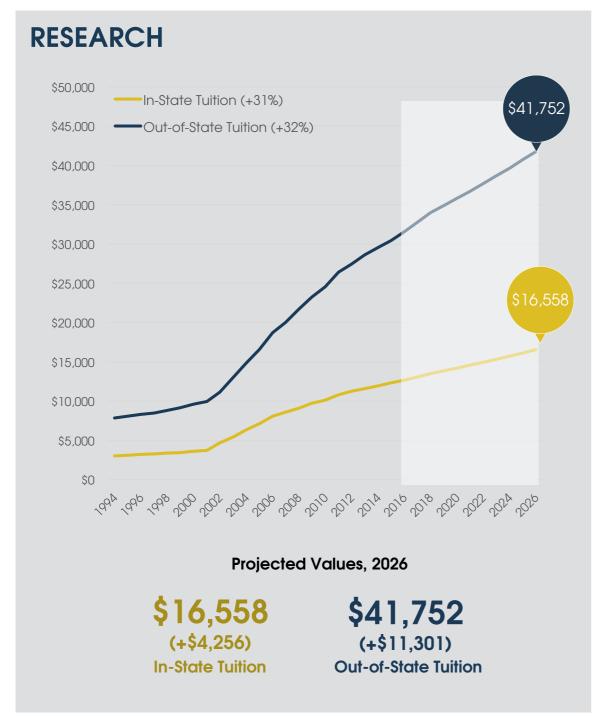


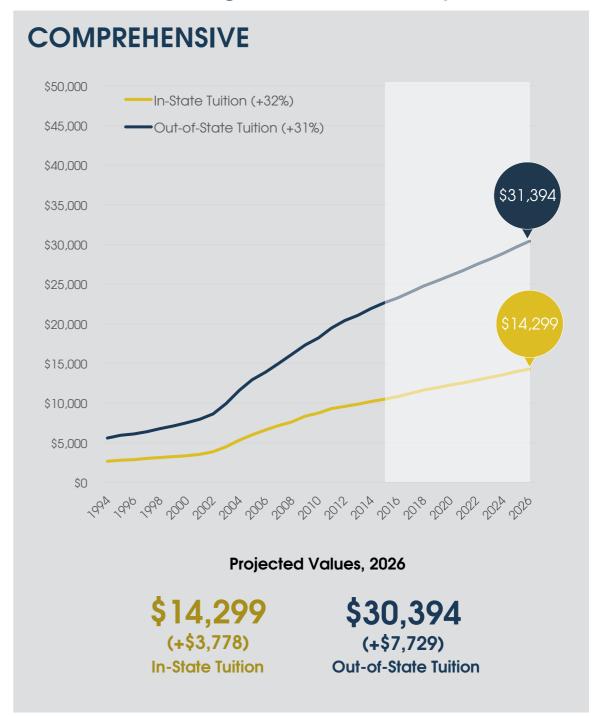
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Growth Scenarios: GREY CLOUDS

TUITION

Expenditures and lottery scholarships continue their *10-year trend*. State appropriations grow at *inflation*. Competition from other colleges, plus declining nationwide enrollments, slow tuition increases to the rate of *HEPI*. Out-of-state enrollment *flattens*. In-state enrollments grow at more recent *5-year trend*.



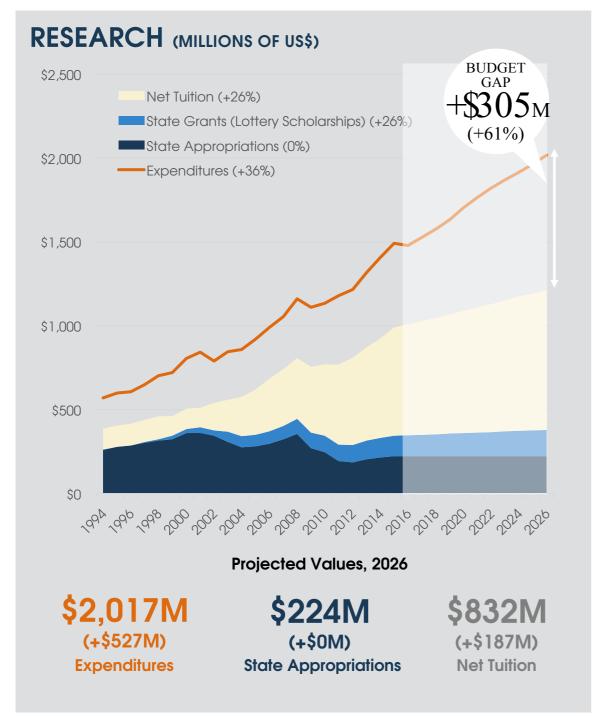


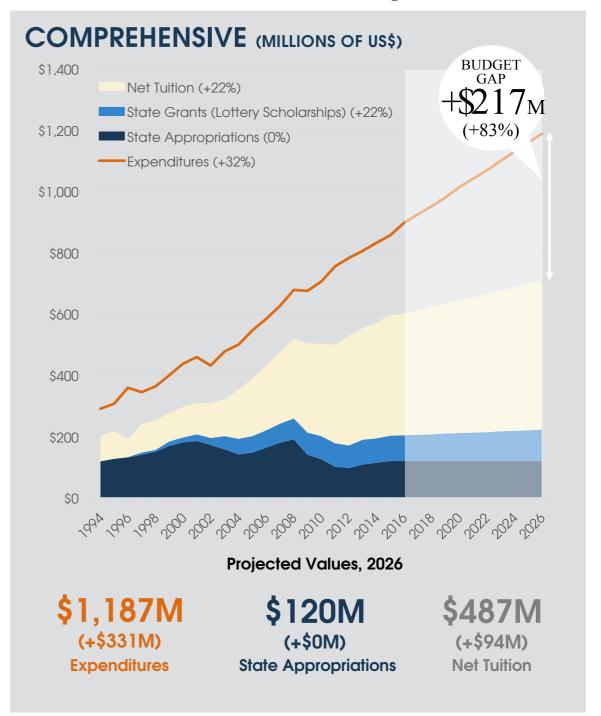


Growth Scenarios: DARK STORMS

FINANCIALS

Expenditures continue their 10-year trend. Lottery scholarships slow to CPI plus student growth. State appropriations are flat. Price competition from other colleges, combined with declining nationwide enrollments, cause out-of-state enrollment declines, in-state enrollment leveling, and tuition rate slowing.

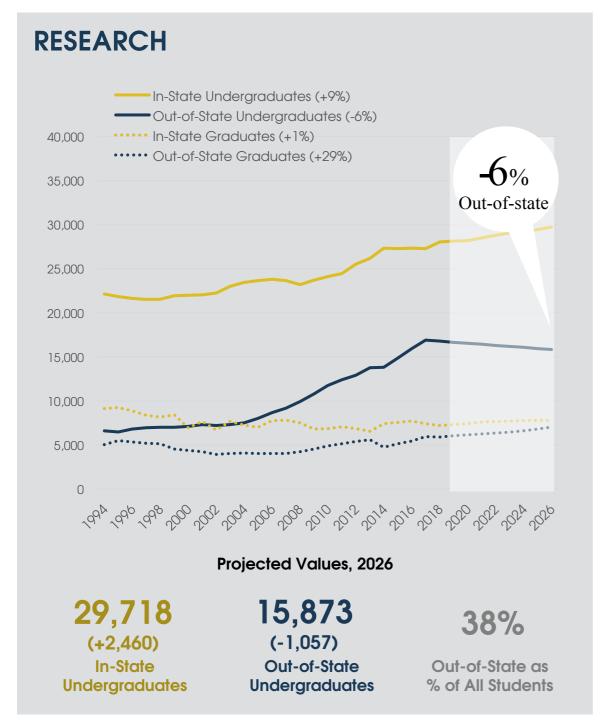


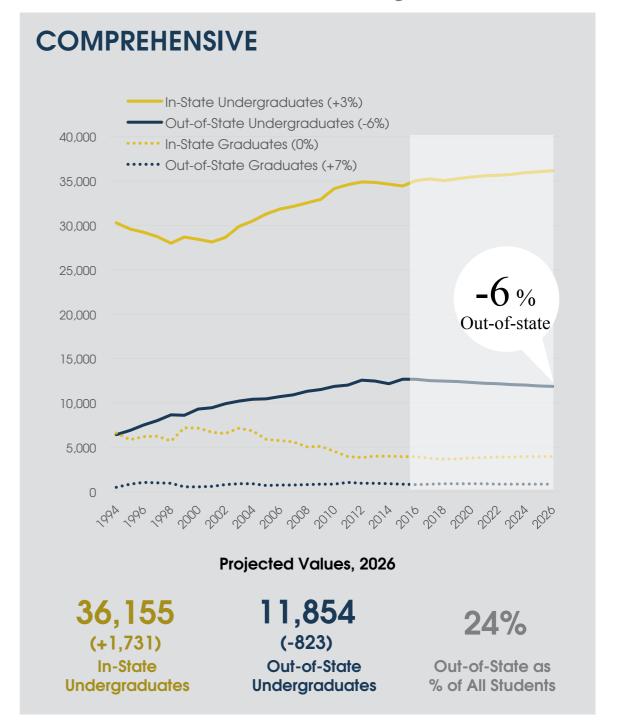


Growth Scenarios: DARK STORMS

ENROLLMENTS

Expenditures continue their **10-year trend**. Lottery scholarships slow to **CPI plus student growth**. State appropriations **are flat**. Price competition from other colleges, combined with declining nationwide enrollments, cause out-of-state enrollment **declines**, in-state enrollment **leveling**, and tuition rate **slowing**.





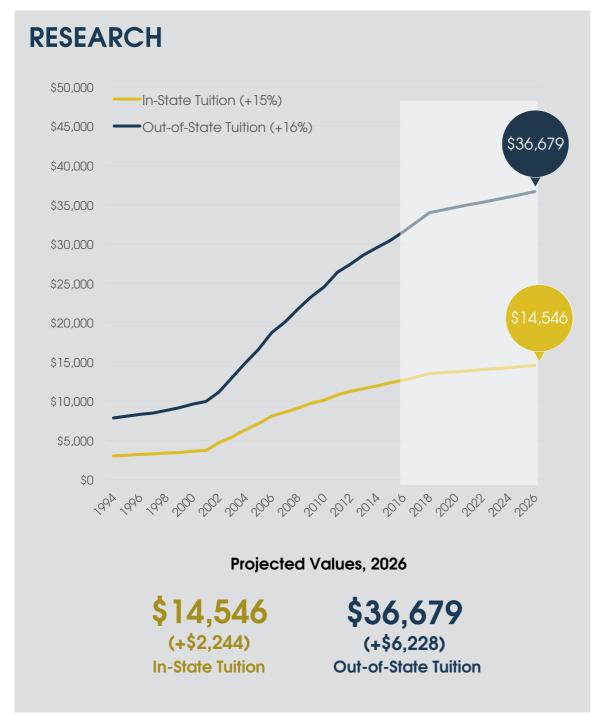


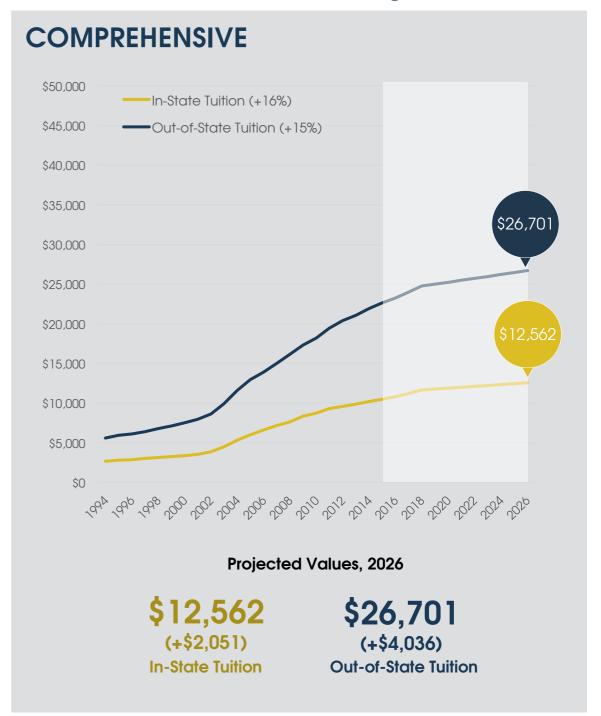
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Growth Scenarios: DARK STORMS

TUITION

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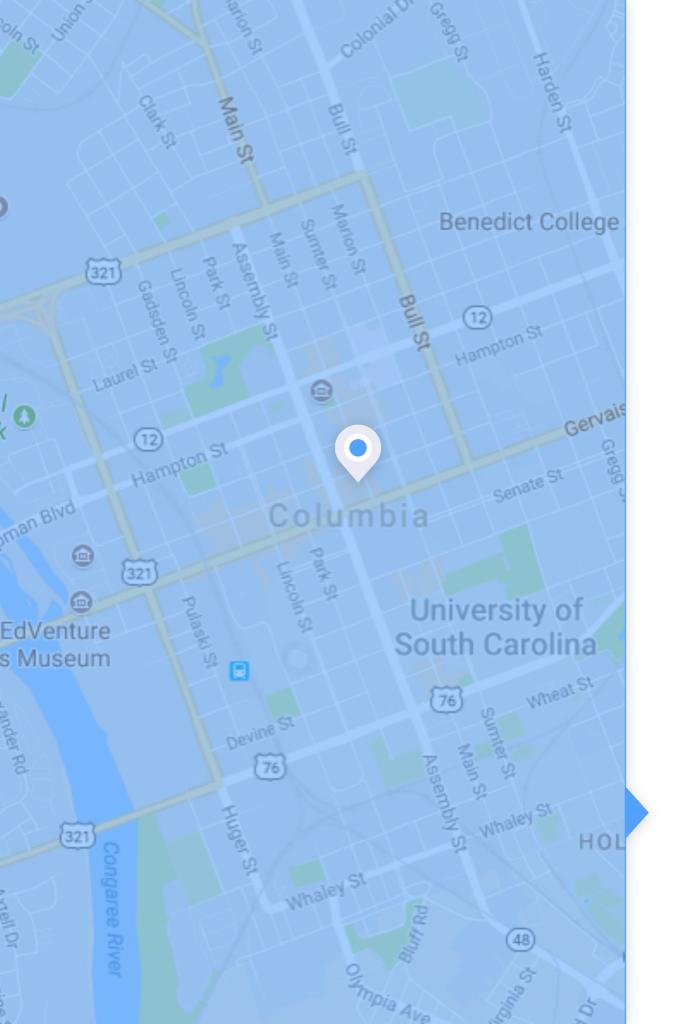


Refocusing the Mission of Higher Education in South Carolina

A market that is regulated and subsidized by government, to the degree higher education is, cannot be operated as a free-market business. Instead of focusing on maximizing tuition revenues at each school individually, we should realign higher education institutions with the statewide mission to provide our citizens with the highest quality education for the lowest possible cost to prepare them for the workforce of the future.

The state needs a discussion to give the institutions guidance and determine a sustainable path ahead.





South Carolina Commission on Higher Education

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Mission

S.C. CHE is committed to promoting quality, efficiency, and affordability in the state system of higher education through coordination, regulation, advocacy and oversight, as directed by the General Assembly.

